

Message Text

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PAGE 01 STATE 249122
ORIGIN COME-00

INFO OCT-01 AF-10 EUR-12 NEA-10 ISO-00 EB-08 /041 R

DRAFTED BY COM/BIC/CAGNE/RRUAN
APPROVED BY EB/OCA/CD:WERAU
COM/BIC/CAGNE/PBHALE
OIM/SAD/RFGOOTENBERG
OIM/CAGENDREAU
OMP/PED/JDMOOSE
OIM/GWKNOWLES
CAGNE/AJLAEMMERZAHN
CAGNE/GTBECK
CAGNE/JLILL NEA/RA:DMORRISON(INFO)
-----079563 181435Z /43

R 172204Z OCT 77
FM SECSTATE WASHDC
TO AMEMBASSY ABU DHABI
AMEMBASSY ALGIERS
AMEMBASSY CAIRO
AMEMBASSY DAMASCUS
AMEMBASSY DOHA
AMEMBASSY JIDDA
AMEMBASSY KUWAIT
AMEMBASSY MANAMA
AMEMBASSY MUSCAT
AMEMBASSY RABAT
AMEMBASSY SANA
AMEMBASSY TEHRAN
AMEMBASSY TEL AVIV
AMEMBASSY TUNIS
INFO AMEMBASSY TRIPOLI
AMCONSUL ALEXANDRIA
AMEMBASSY AMMAN
AMEMBASSY ANKARA
AMEMBASSY ATHENS
AMEMBASSY BEIRUT
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AMCONSUL CASABLANCA
AMCONSUL DHAHRAN
AMCONSUL ISFAHAN
AMCONSUL ISTANBUL
USLO RIYADH
AMEMBASSY KHARTOUM
AMCONSUL ORAN

AMCONSUL SHIRAZ
AMCONSUL TABRIZ
AMCONSUL TANGIER

UNCLAS STATE 249122

E.O. 11652, N/A

TAGS: BEXP,XF,XI

SUBJECT:FY79 USDOC/CAGNE TRADE PROMOTION EVENT SCHEDULE

REF: STATE 81091

ABU DHABI PASS DUBAI

ATHENS FOR RTDO

KUWAIT POUCH TO BAGHDAD

TEHRAN PASS TRADE CENTER

1. BASED ON POST RESPONSES TO REFTEL,RECOMMENDATIONS BY CAGNE DESK OFFICERS, AND CONSTRAINTS OF OVERALL USDOC FREE WORLD FY79 EVENT PROGRAM, BELOW SCHEDULE OF SUBJECT EVENTS HAS BEEN DEVELOPED.

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2. THOUGH TOTAL COMPLIANCE NOT POSSIBLE, EVERY EFFORT MADE TO INCORPORATE ALL THEMES RECOMMENDED BY THREE POSTS (TWO IN CERTAIN CASES INVOLVING SAUDI ARABIA), AND TO OBSERVE POST RECOMMENDATIONS RE TIMING AND VEHICLE FOR EACH EVENT

3. REGRETTABLY, FIVE PLANNED MISSIONS HAD TO BE DELETED DUE TO LIMITATIONS ON THE OVERALL USDOC TRADE PROMOTION PROGRAM. MEANWHILE, POST-RECOMMENDED THEMES NOT COVERED IN SUBJECT SCHEDULE WILL BE RECOMMENDED TO IOGA MISSION SPONSORS.

4. FULFILLMENT OF BELOW PROGRAM ALSO CONTINGENT ON FOLLOWING FACTORS: (A) SUITABILITY OF LISTED DATES, (B) CONTINUING VIABILITY OF POST-RECOMMENDED THEMES IN MARKETS CONCERNED, (C) COMPATIBILITY OF MARKETS LISTED FOR EACH EVENT, TO BE DETERMINED FROM MARKET INFORMATION PROVIDED BY POSTS WHEN CALLED FOR, (D) FINAL USDOC FY79 BUDGET.

5. NO EVENTS HAVE BEEN SCHEDULED FOR JORDAN OR LIBYA, PER POSTS' ADVICE, OR FOR LEBANON, IN VIEW OF CONTINUING UNCERTAIN CONDITIONS THERE. THIS DOES NOT PRECLUDE

EMBASSIES THERE FROM EXPRESSING FUTURE INTEREST IN FY79 EVENTS.

6. BELOW SCHEDULE INCLUDES FIRST VIDEO/CATALOG EXHIBITIONS SLATED FOR CAGNE MARKETS. ALL ARE RESPONSIVE TO POSTS' THEME SUGGESTIONS. FOR KUWAIT, TEHRAN, TEL AVIV: JAN 79 FOOD PROCESSING AND PACKAGING EVENT WILL NOT RPT NOT POSE PROBLEM FOR KUWAIT RE ISRAEL APPEARANCE.

7. SCHEDULE FOLLOWS:

A. SEMINAR TRADE MISSIONS

1. OCT 78 ELECTRICAL ENERGY EQUIPMENT TO ALGERIA,
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MOROCCO, TUNISIA

2. DEC 78 COMMUNICATIONS EQUIPMENT TO ALGERIA, MOROCCO,
TUNISIA

B. SPECIALIZED TRADE MISSIONS

1. JAN 79 WATER RESOURCES TO OMAN, DHAHRAN (CORRECT), UAE

2. JAN 79 ELECTRICAL ENERGY TO EGYPT, IRAQ, QATAR

3. FEB 79 CONSTRUCTION EQUIPMENT TO BAHRAIN, KUWAIT,
QATAR

4. APR 79 COMMUNICATIONS EQUIPMENT TO EGYPT, SAUDI ARABIA

5. MAR 79 HEALTH CARE TO KUWAIT, SAUDI ARABIA

6. MAR 79 ELECTRICAL ENERGY SPINOFF FROM TEHRAN TRADE
CENTER TO ISRAEL

7. MAY 79 WATER RESOURCES TO SAUDI ARABIA (EXCEPT
DHAHRAN), YEMEN

C. VIDEO/CATALOG EXHIBITIONS

1. OCT 78 FOOD PROCESSING AND PACKAGING (FPP) IN EGYPT,
IRAQ, SYRIA

2. OCT 78 MACHINE TOOLS IN IRAN, ISRAEL

3. JAN 79 FPP IN IRAN, ISRAEL, KUWAIT

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4. FEB 79 FPP IN ALGERIA, MOROCCO, TUNISIA (FRENCH LANGUAGE)

5. APR 79 PLACTICS PRODUCTION IN IRAN

6. APR 77 HOUSEWARES IN BAHRAIN, KUWAIT

7. MAY 79 HOUSEWARES IN QATAR, UAE

8. JUN 79 PLASTICS PRODUCTION IN ALGERIA, MOROCCO, TUNISIA (FRENCH LANGUAGE)

8. JUN 79 PLASTICS PRODUCTION IN IRAQ, SYRIA

D. TRADE FAIRS

1. MAR 79 CAIRO - TYPE TWO

2. APR 79 CASABLANCA - TYPE TWO

3. JUN 79 "TECHNOLOGY 79" IN TEL AVIV - TYPE ONE

4. JUN 79 BUILDING AND CONSTRUCTION IN DHAHRAN - TYPE ONE, PROVISIONAL

5. JUN 79 DAMASCUS - TYPE TWO

6. SEPT 79 TEHRAN - TYPE TWO

E. TEHRAN TRADE CENTER

1. OCT 78 MARKET OPPORTUNITY PROMOTION (MOP), THEME TO BE DETERMINED SIX MONTHS IN ADVANCE

2. NOV 78 HEALTH CARE EQUIPMENT OFFSITE

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3. DEC 78 BUSINESS EQUIPMENT AND DATA PROCESSING

4. JAN 79 MOP

5. MAR 79 ELECTRICAL ENERGY SYSTEMS

6. APR 79 MOP

7. MAY 79 MOP

8. JUN 79 CONSTRUCTION EQUIPMENT OFFSITE

8. FOR TEL AVIV: WE ANTICIPATE ADDITIONS TO YOUR SCHEDULE DERIVING FROM POST INITIATIVE AS IN RECENT SCIENTIFIC INSTRUMENTATION MINI-SHOW AND FROM SPINOFF MISSIONS FROM USDOC-SPONSORED EUROPEAN EVENTS.

9. FOR ALGIERS: OUR FY78 EFFORT TO PAIR MAHGREB COUNTRIES WITH OTHER CAGNE COUNTRIES PRODUCED MORE PROBLEMS TO BOTH USDOC AND POSTS INVOLVED THAN WARRANTED, PARTICULARLY IN STIMULATING INTEREST AMONG FIRMS TO PARTICIPATE IN EVENTS CONCERNED. ACCORDINGLY, SUBJECT PROGRAM RETURNS TO BASIC PATTERN OF SCHEDULING EVENTS IN THREE MAHGREB COUNTRIES AS A UNIT, AS APPLICABLE.

10. FOR DOHA, KUWAIT, MANAMA: EMBASSY ANKARA HAS EXPRESSED DESIRE FOR INCLUSION IN FEB 79 BUILDING AND CONSTRUCTION MISSION TO YOUR COUNTRIES. SINCE FOUR-COUNTRY MISSIONS ARE NOT DESIRABLE, REQUEST YOU REVIEW TIMING ASAP SO AS TO ALLOW SUBSTITUTION IF APPROPRIATE.

11. FOR RABAT, CASABLANCA: APPRECIATE POSTS' INTEREST IN AMPLE LEAD TIME TO PREPARE FOR APR & 79
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CASABLANCA FAIR, BUT HAVE SCHEDULED FEB 79 VIDEO/CATALOG EXHIBITION FOR MOROCCO BELIEVING THAT EMBASSY CAN HANDLE EVENT ALONE IF CONGEN ASSISTANCE UNAVAILABLE.

12. FOR TEHRAN: OCT 78 MACHINE TOOLS V/CE SCHEDULED IN LIEU OF YOUR PROPOSED FALL 79 METAL WORKING EQUIPMENT MISSION AS FOLLOW-UP TO NOV 77 MACHINE TOOL SOLO FAIR.

13. FOR TUNIS: ALTHOUGH MAY 79 TUNIS FAIR NOT INCLUDED IN SUBJECT SCHEDULE, WE HAVE NOT RPT NOT FORECLOSED ITS LATER INCLUSION SHOULD BUDGETARY CONSTRAINTS PERMIT. NOTE THAT EMBASSY WOULD BE REQUIRED TO PROCURE THIS TYPE TWO FAIR ON ESSENTIALLY FULL COST RECOVERY BASIS; ARE THERE ENOUGH U.S. FIRMS WITH OFFICES IN TUNIS FOR BULK OF THIS PROCUREMENT?

14. FOR DHAHRAN: WE CANNOT BE CERTAIN THAT SCHEDULED JUNE 79 BUILDING AND CONSTRUCTION FAIR WILL TAKE PLACE, FOR REASONS POST AWARE. IF FAIR IS HELD, WE PLAN TO PAIR IT WITH JUNE 79 "CONSTRUCTION 79" TEHRAN TRADE CENTER OFFSITE EXHIBITION. THUS, PARTICIPANTS IN LATTER WOULD BE RECRUITED FOR DHAHRAN FAIR, WITH SEPARATE EXHIBIT SHIP-

MENTS TO EACH.

15. FOR ALGIERS, RABAT, TUNIS: IVORY COAST ALSO IS
INTERESTED IN A COMMUNICATIONS EQUIPMENT MISSION. PLEASE
REVIEW TIMING OF YOUR SCHEDULED DEC 78 MISSION ASAP SO AS
TO ALLOW FOR SUBSTITUTION IF APPROPRIATE.

16. POSTS' COMMENTS ARE INVITED. VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Control Number: n/a
Copy: SINGLE
Sent Date: 17-Oct-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Review Exemptions: n/a
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Review Release Date: n/a
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SAS ID: 889286
Secure: OPEN
Status: NATIVE
Subject: FY79 USDOC/CAGNE TRADE PROMOTION EVENT SCHEDULE
TAGS: BEXP, XF, XI
To: ABU DHABI ALGIERS MULTIPLE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/4438ac2d-c288-dd11-92da-001cc4696bcc
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